101 Prospect Avenue • Cleveland, Ohio 44115 • (216) 566-1526 • (216) 566-3351

December 28, 1994

Ms. Veronica McCune M.L.T. Productions 3912 60th Street #12 San Diego, CA 92115

Dear Veronica:

Thank you for your letter of November 28 concerning a possible sponsorship of WMSB Warehouse Shopping Program.

Veronica, we have reviewed your proposal; however, we will not be able to pursue this opportunity due to other marketing priorities, as well as budget limitations.

We would like to thank you for submitting this proposal to Sherwin-Williams, and we would welcome any future marketing proposals from your organization, should they fit our marketing needs and objectives.

Should you have any questions or need further information, please do not hesitate to call.

Sincerely,

Ellen A. Moreau

nder nicht vertreten. Die kann der Hipper (der Schalter) in der Schalter von der Schalter von der Schalter von der Schalter von der

Broadcast Advertising Manager

EAM/Id



Aeronautical Systems Company

A Division of Lockheed Corporation Marietta, Georgia 30063



Ms. Veronica McCune, CEO MLT Productions 3912 60th Street, Suite 12 San Diego, CA 92115

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**Lockheed Aeronautical Systems Company

A Division of Lockheed Corporation Marietta, Georgia 30063

December 7, 1994

Ms. Veronica McCune, CEO M.L.T. Productions 3912 60th Street, Suite 12 San Diego, CA 92115

Dear Ms. McCune:

Thank you for your recent letter regarding MLT Productions' services. I have forwarded your letter to our Public Relations Department for their review and comments.

Please be assured that MLT Productions will receive our consideration should requirements or changing circumstances merit buying additional advertisement time. We currently advertise in several national magazines and a number of local minority business news publications.

We appreciate your interest in Lockheed's programs and suggest that you may want to contact our corporate office:

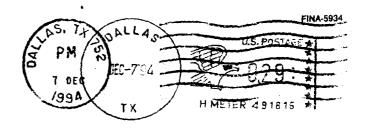
Lockheed Corporation
Socioeconomic Subcontracting &
Central Procurement Programs
4500 Park Granada Boulevard
Calabasas, CA 91399-0331

Sincerely,

J. E. Steele, Administrator Small Business Programs



Fina Oil and Chemical Company Post Office Box 2159 Dallas, Texas 75221



MS VERONICA McCUNE CEO M. L. T. PRODUCTIONS 3912 60TH ST., SUITE 12 SAN DIEGO, CA 92115

Holmaldudhullduddl



December 6, 1994

Veronica McCune CEO M. L. T. PRODUCTIONS 3912 60th St., Suite 12 San Diego, CA 92115

Dear Ms. McCune:

Thank you for your letter dated November 25, 1994 requesting FINA's support for the Women, Minorities, and Small Business (WMSB) warehouse shopping program by purchasing advertising time from M.L.T. PRODUCTIONS.

Your request was given careful consideration, but unfortunately we are unable to participate at this time. Our current budget constraints prohibit us from responding favorably to the numerous appeals we receive.

If you have any questions or concerns about this matter, please feel free to contact me at 214/750-4104. Although we cannot lend support to your organization at this time, we wish you much success. Your consideration of FINA is most appreciated.

Sincerely

Karen S. Jones

Coordinator of Minority Affairs

KSJ:kab

UNITED AIRUNES

Ms. Veronica McCune MLT Productions 3912 60th Street Suite 12 San Diego, CA 92115



Executive Offices

September 21, 1994

Ms. Veronica McCune MLT Productions 3912 60th Street Suite 12 San Diego, CA 92115

Dear Ms. McCune:

Thank you for contacting United Airlines regarding advertising in Women, Minorities, and Small Business.

Your letter has been referred to me as I am responsible for U.S. advertising and promotions.

Unfortunately, I'm afraid that I can't offer you any encouragement at this time. We currently don't have the leverage to take advantage of this opportunity.

Thank you for your interest in United Airlines.

Sincerely,

David L. Mitzner Staff Executive Advertising

Sandra Rand - WHQPP





Ms. Veronica McCune MLT Productions 3912 60th Street, Suite 12 San Diego, CA 92115

Mahambaha Mahabaha Ma



Executive Offices

December 9, 1994

Ms. Veronica McCune MLT Productions 3912 60th Street, Suite 12 San Diego, CA 92115

Dear Ms. McCune:

I received your inquiry, however your request is not within my area of responsibility. I have forwarded your letter to Dave Mitzner - Senior Staff Executive Domestic Advertising, for review and response.

Sincerely,

Sandra Rand

Minority Business Program Manager



Mr. Veronica McCune MLT Productions 3912 60th Street, Suite 12 San Diego, CA 92115

: EEO Group

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Executive Offices

September 15, 1994

Mr. Veronica McCune MLT Productions 3912 60th St., Suite 12 San Diego, CA 92115

Sundra Rand

Dear Mr. McCune:

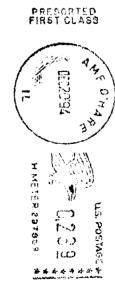
I received your inquiry, however your request is not within my area of responsibility. I have forwarded your letter to Dave Mitzner - Senior Staff Executive Domestic Advertising, for review and response.

Sincerely,

Sandra Rand

Minority Business Program Manager

Ms. Veronica McCune CEO MLT Productions 3912 60th St. Suite 12 San Diego, CA 92115





Executive Offices

Ms. Veronica McCune CEO MLT Productions 3912 60th St. Suite 12 San Diego, CA 92115

December 19, 1994

Dear Ms. McCune:

Thank you for contacting United Airlines regarding sponsorship of Women, Minorities, and Small Business.

Your letter has been referred to me as I am the staff executive of domestic advertising.

Unfortunately, I'm afraid that I can't offer you any encouragement at this time. We currently don't have the leverage to take advantage of this opportunity.

Thank you for your interest in United Airlines.

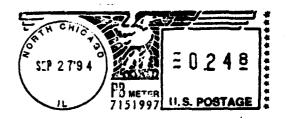
Sincerely,

David L. Mitzner Staff Executive

Advertising

BABBOTT

Abbott Laboratories Depth 49 Bldg. 1994 One Abbott Park Road Abbott Park, IL 60064-3500 PRESORTED FIRST CLASS



Ms. Veronica McCune Producer, MLT Productions 3912 60th St., Suite 12 San Diego, CA 92115

Abbott Laboratories
One Abbott Park Road
Abbott Park, Illinois 60064-3500

September 26, 1994

Ms. Veronica McCune Producer, MLT Productions 3912 60th St., Suite 12 San Diego, CA 92115

Dear Ms. McCune:

On behalf of Abbott Laboratories, I would like to thank you for your inquiry concerning potential business opportunities for your company.

Abbott has a very proactive MBE/WBE program and we aggressively seek viable sources of supply. Our Corporate policy states that "we will actively support, to the fullest extent consistent with efficient performance of Corporate concerns, the utilization of Small, Minority and Women-Owned business concerns in the United States. Such concerns shall have an equitable opportunity to compete for contracts to supply goods, equipment, services, supplies and facilities to the Corporation". The major factors that may cause us to deviate from the above policy would be existing long term contracts, volume of business available, products propriety, quality requirements (tight specs), and special delivery or service requirements.

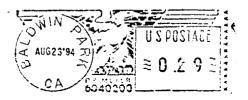
With the above in mind, please note that your letter was forwarded to the applicable Department for review and comments. The response that we received states that "We have inhouse capability for video processing and we do not advertise through this type of media". However, we will keep your information on file for future reference.

Again, thank you for your interest in doing business with Abbott Laboratories.

Sincerely,

W. J. Stewart, C.P.M., Manager Corporate MBE/WBE Development

WJS:gf



Veronica McCune, Producer M.L.T. Productions 3912 60th Street, Suite 12 San Diego, CA 92115



August 23, 1994

Veronica McCune, Producer M.L.T. Productions 3912 60th Street, Suite 12 San Diego, CA 92115

Dear Ms. McCune:

Thank you for your recent correspondence requesting advertisers form the television show *Women, Minorities, and Small Business (WMSB)*.

We have reviewed your request and regret to advise you that we are unable to comply with your request.

We appreciate your interest in the Miller Brewing Company and we do wish you and your colleagues every success in this endeavor.

Sincerely,

Victor Franco

Public Relations Manager

Victor Franco / Gep

VF:glp

TAR THOSE PROPERT INMINIBALE DALLEDDAMA 01706-2060 a /818\ 069-681

MEMORANDUM

201-930-

TO:

Mr. Tony Gasparo

V.P. - Advertising 201-930-4329

FROM:

John Rousset

NATIONAL PROCUREMENT DEPARTMENT

DATE:

November 6, 1994

SUBJECT: VENDOR REQUEST

The attached was received from a vendor wishing to do business with us in the area under your jurisdiction.

We are sending a copy of this letter to the vendor so that s .he will be advised of your authority over this area and be able to make direct contact with you.

/jd

enc.

cc:

D. George

V. McCune - M.L.T. Productions

M.L.T. Productions 3912 60th Street, Ste. 12 San Diego, CA 92115

ATTN: Veronica McCune

Iohn W. Carrington, Sr.

xecutive Director, Minority Business
Verbiopment and Procurement

Polaroid Corporation
65 Technology Square, 1-K
Pambridge, Massachusetts 02139
17 386 0644
Pax: 617 386 9836



August 19, 1994

Veronica McCune M.L.T. Productions 3912 60th Street, Suite 12 San Diego, CA 92115

Dear Veronica:

We are pleased that you have expressed an interest in pursuing business opportunities with Polaroid. We have a very active Minority Supplier Development Program. At Polaroid, the Purchasing function is accountable for the worldwide procurement of materials, supplies, equipment, and services consistent with corporate business objectives and in accordance with the Polaroid "Code of Business Ethics". Our Purchasing and Materials Management Team provides guidelines and establishes performance goals to promote advance procurement planning and competitive purchasing. Our authorized Buyers and their representatives are the only people who have the authority to commit company funds for the purchase of materials, supplies, equipment, and services.

Enclosed are materials that will provide you with our procedures, a list of our Buyers for you to contact, and a "Supplier Identification Profile" to be completed by you for your business.

As you know, there are no guarantees in this business; however, my offer to help is sincere and I would appreciate being kept aware of the quality of the discussions that occur between you and our Buyers.

Your Interest in doing business with Polaroid is greatly appreciated. Let's make the best of whatever opportunities become available.

Sincerely,

POLAROID CORPORATION

John W. Carrington, Sr. Executive Director, Minority Business

Development and Procurement

Polaroid
Opportunities
For
Minority

Women-Owned
Businesses

ROID'S COMMITMENT TO PRITY AND WOMEN-OWNED SINESS DEVELOPMENT STARTS IT THE TOP.

Polaroid's commitment starts at the top with I. M. Booth, our Chairman, President and C.E.O.

The commitment is carried by the Corporate Officers through their organizations to the requisitioners and users of purchased products.

While the Vice President of the Purchasing & Materials Division, Shakeel Mozaffar, has functional responsibility for the MBE Program, the development and implementation of the program rests with John W. Carrington, Sr., Executive Director, Minority Rusiness Development and Procurement.

olaroid procures goods and ervices from Minority & Women-whed Businesses, and we have eveloped a network of Minority and Women-Owned Dealers to all and service our products ationally. A list of some of ese Dealerships can be und on the second to last age of this package.

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POLAROID CORPORATION

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A STATEMENT OF POLICY

It is important that we at Polarvid conffirm our policy on Minority Vender etilization.

The changing assistations represents many different cultures and we delive our revenue from the total consumer base. It therefore notes good business some that we present our poods and services from the entire vender commity. Fall participation of Minerity Tenders at Pelarcia also provides a wider base of competition busing our venders and ultimately results in lover costs for our products.

It is Princele's policy to provide the action provide the actions provide the actions by activals' and diliporaly presenting 'procurement of quality goods and activals at acceptative costs. While the property acceptance with Provincing, I also property and accounts participation and support in this endower from all levels of management in each of our divisions.

Forder

I_ K. Boots

LING TO POLAROID

The majority of Polaroid's domestic manufacturing facilities are located in Massachusetts. Most of the goods and services that are location sensitive are procured within a reasonable distance of the appropriate facility. This type of purchase includes cleaning services, small construction jobs, expedited delivery services, etc.

Many goods and services are not location sensitive and are procured throughout the United States. Polaroid also has four (4) Regional Marketing Centers which purchase goods and services for their particular Marketing Center.

REGIONAL MARKETING CENTERS

Southeastern - Atlanta 5601 Fulton Industrial Blvd. Atlanta, Georgia 30378 Contact: Sam Harrell (404) 346-1717

Eastern - Paramus West 95 Century Road Paramus, New Jersey 07652 Contact: Joe Vitelli (201) 265-6900 Mid Western - Oak Brook 2020 Swift Drive Oak Brook, Illinois 60521 Contact: Rich Johnson (708) 954-1610

Western - Santa Ana 3232 West MacArthur Blvd. Santa Ana, California 92704 Contact: Toni Duniap (714) 641-1200 Ext. 2241



To begin a purchasing relationship with Polaroid, you may either contact the buyer directly, or contact John W. Carrington, Sr., Executive Director, Minority Business Development and Procurement. While there is no corporate certification required to do business with Polaroid, a profile of your business is requested (see attached). Each Buyer has specific needs and interests for his or her particular commodity. Once a purchase order is established, your firm becomes part of our procurement data base. Polaroid complies with the Small Business Administration's policies and procedures regarding Small Disadvantaged Business.

John W. Carrington, Sr.
Executive Director,
Minority Business Development
and Procurement
565 Technology Square, 1-K
Cambridge, Massachusetts 02139-3586
Office: (617) 386-0644

Office: (617) 386-9836

POLAROID CORPORATION SUPPLIER IDENTIFICATION PROFILE

	DATE: <u>9/7/94</u> NEW:yes UPDATE:
	SIC CODE:
COMPANY NAME: MLT PRODUCTIONS	
MAILING ADDRESS: 3912 60th Street Suite 12	CITY: San Diego
STATE: CA ZIP CODE:92115 PHONE #: (619)286-353 F	AX#: (619) 583-6478
CONTACT PERSON: John Carrington, Sr. TITLE: P	urchasing Division
DATE CO. EST.: 1985 SOLE PROPRIETOR: Yes PARTNERSHIP:	INCORPORATED:
TAX IDENTIFICATION NUMBER 30179068 OR SOCIAL SECURITY	Y NUMBER:
OWN OR LEASE FACILITIES: <u>Lease</u> EXPIRATION	DATE OF LEASE:by the job
FACILITY SPACE: OFFICE: 600 Ft SHOP: WRHS:	TOTAL:
NO. OF EMPLOYEES: PROFESSIONAL: 1-35MFG: SALES: C	
GROSS SALES: LAST YEAR: 50,000 THIS YEAR: PRO	NEXT YEAR: not doing
PRICING BASIS: BID QUOTE: PRICE LIST: REGULATED: _	AS REQUIRED: Show
MARKET AREA: LOCAL: STATEWIDE: REGIONAL: NATION	AL: X INTERNATIONAL:
NARRATIVE DESCRIPTION OF PRODUCTS/SERVICES: Television i	nfomercial for women
Minorities National, (media buys)	
	
BUSINESS SIZE AND OWNERSHIP:	
BUSINESS DESCRIP.: LARGE BUS.: SMALL BUS.: SMALL DISADVAN	TAGED: X WOMEN-OWNED: X
BLACK _x HISPANIC NATIVE-AMERICAN ASIAN-PAC	IFIC
ASIAN-INDIAN OTHER % MALE % FEMALE _	(% ownership)
MINORITY BUSINESS COUNCIL CERTIFIED: YES: NO: SOMWBA	CERTIFIED: YES: NO:
(IF CERTIFIED, PLEASE ENCLOSE A COPY OF YOUR CERTIFICATE.)	

(CONTINUED ... REVERSE SIDE)